

OMB APPROVAL	
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U.S. SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

VF 3-5-03^{PR}

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Annual Audited Report Form X-17A-5—Part III	Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder	SEC File No. 8-33283

REPORT FOR THE PERIOD BEGINNING January 1, 2002 AND ENDING December 31, 2002
MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

Name of Broker-Dealer:	Official Use Only	
Wells Fargo Brokerage Services, LLC		
Address of Principal Place of Business: (Do not use P.O. Box No.)	Firm ID No.	
608 Second Avenue South, 9 th Floor	THOMSON FINANCIAL	
(No. and Street)		
Minneapolis	Minnesota	55479
(City)	(State)	(Zip Code)
Name and Telephone Number of Person to Contact in Regard to This Report		
Joan C. Niedfeldt		
612-667-5962		
(Area Code—Telephone Number)		

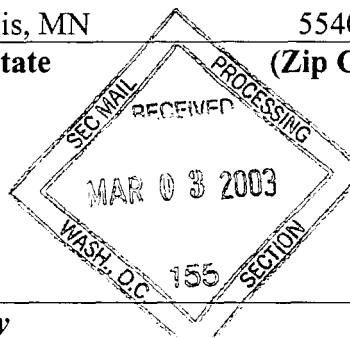
B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*
KPMG

(Name—if individual, state last, first, middle name)			
4200 Wells Fargo Center, 90 South Seventh Street, Minneapolis, MN	55402		
(Address)	City	State	(Zip Code)

Check One:

- ☒ Certified Public Accountant
☐ Public Accountant
☐ Accountant not resident in U.S. or any of its possessions.



For Official Use Only

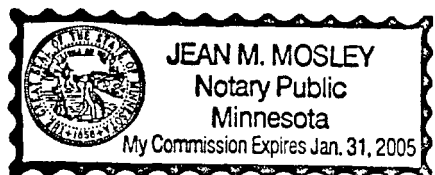
*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2).

SEC 1410 (3.91)

OATH OR AFFIRMATION

I, Joan C. Niedfeldt, swear (or affirm) that to the best of my knowledge and belief the accompanying financial statement pertaining to the firm of Wells Fargo Brokerage Services, LLC as of December 31, 2002 is true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

None



Joan C. Niedfeldt

Jean M. Mosley
Notary Public

This report** contains (check all applicable boxes):

- ☒ (a) Facing page.
- ☒ (b) Statement of Financial Condition.
- ☐ (c) Statement of Income (Loss).
- ☐ (d) Statement of Cash Flows.
- ☐ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
- ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☐ (g) Computation of Net Capital.
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☐ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☒ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

****For conditions of confidential treatment of certain portions of this filing, see Section 240.17a5(e)(3).**

WELLS FARGO BROKERAGE SERVICES, LLC

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4200 Wells Fargo Center
90 South Seventh Street
Minneapolis, MN 55402

Independent Auditors' Report

The Board of Governors and Member
Wells Fargo Brokerage Services, LLC:

We have audited the accompanying statement of financial condition of Wells Fargo Brokerage Services, LLC, a wholly owned subsidiary of Wells Fargo Investment Group, Inc. whose ultimate parent is Wells Fargo & Company, as of December 31, 2002, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. This statement of financial condition is the responsibility of the Company's management. Our responsibility is to express an opinion on this statement of financial condition based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in that statement of financial condition. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall statement of financial condition presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition presents fairly, in all material respects, the financial position of Wells Fargo Brokerage Services, LLC as of December 31, 2002, in conformity with accounting principles generally accepted in the United States of America.

KPMG LLP

February 24, 2003



WELLS FARGO BROKERAGE SERVICES, LLC

Statement of Financial Condition

December 31, 2002

(In thousands)

Assets

Cash	\$	801
Cash and market value of securities required to be segregated under federal or other regulations (note 3)		26,000
Deposits with clearing organizations		8,601
Receivable from:		
Brokers, dealers and clearing organizations (note 4)		757,203
Customers		342,762
Securities owned, at market value, including \$243,037 of securities pledged (notes 5 and 6)		865,091
Securities purchased under agreements to resell (note 6)		1,548,371
Securities borrowed		2,402
Fixed assets, net of accumulated depreciation of \$5,242		1,350
Due from affiliates		188
Accrued interest receivable		3,841
Other assets		822
Total assets	\$	<u>3,557,432</u>

Liabilities and Member's Equity

Liabilities:		
Short-term borrowings from affiliates (note 7)	\$	63,000
Payable to:		
Brokers, dealers and clearing organizations (note 4)		1,062,407
Customers, including free credit balances of \$8,941		57,515
Securities sold, not yet purchased at market value (note 5)		502,294
Securities sold under agreements to repurchase (note 6)		1,706,131
Accrued compensation and related benefits		7,160
Other liabilities and accrued expenses		2,926
Total liabilities		<u>3,401,433</u>
Commitments and contingencies (note 8)		
Subordinated borrowings (note 7)		50,000
Member's equity		<u>105,999</u>
Total liabilities and member's equity	\$	<u>3,557,432</u>

See accompanying notes to statement of financial condition.

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

(1) Organization and Nature of Operations

Wells Fargo Brokerage Services, LLC (WFBS) is a wholly owned subsidiary of Wells Fargo Investment Group, Inc. (WFIG) whose ultimate parent is Wells Fargo & Company (WFC). WFBS' primary activities are institutional securities brokerage, trading and underwriting. WFBS is registered with the Securities and Exchange Commission (the SEC) as a broker/dealer, is a member of the Chicago Stock Exchange, and has branch offices located primarily in the central and western regions of the United States.

(2) Summary of Significant Accounting Policies

(a) *Securities Transactions*

Securities owned and securities sold, not yet purchased are recorded on a trade date basis at market values.

(b) *Fair Value of Financial Instruments*

Substantially all of WFBS' financial assets and liabilities are carried at market value or at amounts, which, because of their short-term nature, approximate current fair value.

(c) *Receivable From and Payable to Brokers/Dealers*

Amounts receivable from and payable to brokers/dealers consist primarily of the contract value of securities which have not been delivered or received as of the date of the statement of financial condition. Receivables from and payable to brokers/dealers are recorded on a trade-date basis.

(d) *Receivable From and Payable to Customers*

Amounts receivable from and payable to customers arise from normal securities transactions. Securities owned by customers and held in safekeeping are not reflected in the statement of financial condition. Receivables from and payable to customers are recorded on a trade-date basis.

(e) *Securities Under Agreement to Resell and Repurchase*

Resale and repurchase agreements are carried at contract amounts reflective of the amounts at which the securities will be subsequently reacquired or resold, plus accrued interest.

(f) *Securities Lending Activities*

Securities borrowed and securities loaned are recorded at the amount of cash collateral advanced or received. Securities borrowed transactions require WFBS to deposit cash, letters of credit, or other collateral with the lender. With respect to securities loaned, WFBS receives cash or other collateral in an amount generally in excess of the market value of securities loaned. WFBS monitors the market value of securities borrowed and loaned on a daily basis, with additional collateral obtained or refunded as necessary.

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

(g) Fixed Assets

Furniture and equipment are stated at cost less accumulated depreciation and amortization, and are depreciated using the straight-line method over the estimated useful life of the asset, generally three to five years. Leasehold improvements are amortized using the straight-line method over the lesser of the respective lease term or the estimated life of the improvement.

(h) Income Taxes

WFBS is disregarded as an entity separate from its owner and its operations are included in the federal and state income tax returns of its sole member and parent, WFIG.

(i) Use of Estimates

The preparation of the statement of financial condition in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the statement of financial condition. Actual results could differ from such estimates.

(3) Cash and Securities Required to be Segregated Under Federal or Other Regulations

Rule 15c3-3 of the Securities Exchange Act of 1934 specifies that broker-dealers carrying customer accounts may be required to maintain cash or qualified securities in a special reserve account for the exclusive benefit of customers. Reserve amounts are computed in accordance with a formula defined in Rule 15c3-3.

(4) Receivable from and Payable to Brokers, Dealers and Clearing Organizations

Amounts receivable from and payable to brokers, dealers and clearing organizations consist of the following (in thousands):

Receivables:

Securities failed to deliver	\$	20,187
Securities failed to deliver with clearing organizations, net		1,963
Receivables from brokers clearing through WFBS as clearing agent		753
Unsettled trades & other receivables		734,300
	\$	<u>757,203</u>

Payables:

Securities failed to receive	\$	3,801
Payables to brokers clearing through WFBS as clearing agent		81,340
Unsettled trades & other payables		977,266
	\$	<u>1,062,407</u>

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

(5) Marketable Securities Owned and Marketable Securities Sold, Not Yet Purchased and Trading Revenues

Marketable securities owned and marketable securities sold, not yet purchased consist of trading securities at market values as follows (in thousands):

	Owned	Sold, not yet purchased
U.S. Government and government agency obligations	\$ 67,562	40,704
Commercial paper and certificates of deposit	118,253	4,219
Collateralized mortgage obligations	638,257	457,318
State and municipal obligations	21,464	53
Corporate bonds, debentures and notes	19,555	—
	<u>\$ 865,091</u>	<u>502,294</u>

Securities sold, not yet purchased represent obligations of WFBS to deliver the specified security at the contracted price, and thereby create a liability to purchase the security in the market at prevailing prices. Accordingly, these transactions result in off-balance-sheet risk, as WFBS' ultimate obligation to satisfy the sale of securities sold, not yet purchased may exceed the amount recognized in the statement of financial condition.

(6) Securities Sold Under Agreements to Resell and Repurchase

Resale and repurchase agreements are collateralized primarily with U.S. Government or U.S. Government agency securities. Such agreements provide WFBS with the right to maintain the relationship between the market value of the collateral and the receivable or payable. WFBS generally takes physical possession of the collateral underlying resale agreements.

WFBS' risk with regard to resale agreements is the failure of the counterparty to the transaction to perform its obligation under the transaction and the balance of the receivable exceeds the market value of the underlying collateral. WFBS' risk with regard to repurchase agreements is the failure of the counterparty to the transaction to perform its obligation under the transaction and the market value of the underlying collateral exceeds the balance of the corresponding payable.

At December 31, 2002 the market value of collateral held for resale agreements and the market value of securities pledged for repurchase agreements approximated the amounts due.

At December 31, 2002 WFBS has received collateral under resale agreements that it is permitted by contract or custom to sell or repledge of \$1,563,035,000. Of this amount, \$1,468,153,000 has been repledged. At December 31, 2002 WFBS has pledged collateral of \$1,711,190,000 under repurchase agreements that counterparties are permitted by contract or custom to sell or repledge. This amount, less that repledged under resale agreements, is included in securities owned on the statement of financial condition.

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

(7) Related Party Transactions

In the ordinary course of business, WFBS enters into material transactions with other affiliates of WFC.

Short-term borrowings from affiliates represent borrowings from Wells Fargo Bank, N.A. (the Bank) and WFC, which are primarily used to finance WFBS' trading activities. Short-term borrowings from the Bank are collateralized by trading securities and short-term borrowings from WFC are unsecured. WFBS pays interest on these borrowings at interest rates approximating commercial lending rates.

During 2002, WFBS made capital distributions totaling \$57,000,000 to WFIG. On November 25, 2002 WFBS distributed its ownership interest in Wells Fargo Insurance New Mexico, an affiliated insurance operation, to WFIG. This transaction resulted in a distribution-in-kind of the net equity of \$680,000.

Effective December 30, 2002, WFBS entered into a \$50,000,000 subordinated loan agreement with WFIG. The agreement expires on January 31, 2006. Amounts outstanding under the agreement accrue interest based on the 90-day LIBOR rate plus 0.25%. The loan has been approved by the NASD for inclusion in computing net capital under the Securities and Exchange Commission's Uniform Net Capital Rule. Outstanding amounts with maturities within one year are not available for inclusion in computing net capital.

(8) Commitments and Contingencies

In the normal course of business, there are various lawsuits, claims, and contingencies pending against WFBS which, in the opinion of management, will be resolved with no material impact on WFBS' financial position.

Approximate annual minimum payments under all operating lease agreements are as follows:

2003	\$	71,080
2004		73,631
2005		37,745
Thereafter		<u>—</u>
Total minimum payments required	\$	<u><u>182,456</u></u>

(9) Net Capital Requirements

WFBS is subject to the Uniform Net Capital Rule 15c3-1 (the Rule) under the Securities Exchange Act of 1934. WFBS has elected to compute net capital under the alternative provisions of the Rule, which require WFBS to maintain net capital, as defined, equal to the greater of \$250,000 or 2% of aggregate debit items arising from customer transactions, as defined. At December 31, 2002 WFBS' net capital was \$117,843,000 which was 8,098% of aggregate debit items and which exceeded the minimum net capital requirement of \$250,000 by \$117,593,000.

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

(10) Employee Benefits

WFBS participates in WFC's noncontributory qualified defined benefit retirement plans that cover substantially all employees. The actuarial present values of accumulated plan benefits and net assets available for benefits relating to only WFBS' employees are not available.

WFBS' employees are eligible for benefits under WFC's 401(k) Plan. Under the 401(k) Plan, each eligible employee may contribute up to 18% of their pretax certified compensation, although certain employees who are considered "highly compensated" under the Internal Revenue Code may be subject to certain limitations. Eligible employees who complete one year of service are eligible for matching company contributions, which are generally a dollar for dollar match up to 6% of an employee's certified compensation. The matching contributions are invested in WFC's common stock and are generally subject to a four-year vesting schedule.

(11) Financial Instruments With Off-Balance-Sheet Risk

In the normal course of business, WFBS' customer and correspondent clearance activities obligate WFBS to settle transactions with brokers and other financial institutions even if its customers fail to meet their obligations to WFBS. Customers are required to complete their transactions on the settlement date, generally three business days after the trade date. If customers do not fulfill their contractual obligations, WFBS may incur losses. WFBS has established procedures to reduce this risk by requiring deposits from customers for certain types of trades.

WFBS seeks to control the risks associated with its customer activities by requiring customers to maintain margin collateral in compliance with various regulatory and internal guidelines. WFBS monitors required margin levels daily and, pursuant to such guidelines, requires customers to deposit additional collateral when necessary or to reduce positions when acceptable. Market declines could, however, reduce the value of collateral below the amount loaned plus accrued interest, before the collateral could be sold.

In the normal course of business, WFBS enters into underwriting commitments. Transactions relating to such underwriting commitments, that were open at December 31, 2002 have subsequently settled and had no material effect on WFBS' statement of financial condition for the year ended December 31, 2002.

As a broker/dealer in securities, substantial portions of WFBS' transactions are collateralized. WFBS' exposure to credit risk associated with the nonperformance in fulfilling contractual obligations pursuant to securities transactions can be directly impacted by volatile trading markets that may impair customers' or counterparties' ability to satisfy their obligations to WFBS. WFBS does not believe it has any significant concentrations of credit risk.

WFBS also buys and sells collateralized mortgage obligations. The settlement dates for these transactions may be longer than other transactions, occasionally up to 90 days. Due to this longer settlement period, the risk that WFBS may incur losses if customers do not fulfill their contractual obligations is greater. WFBS has established procedures to reduce this risk and believes it is unlikely there will be a material impact on the statement of financial condition.

WELLS FARGO BROKERAGE SERVICES, LLC

Notes to Statement of Financial Condition

December 31, 2002

From time to time, WFBS also enters into financial futures contracts for the purpose of hedging certain activities. As such, any futures contract commitments are considered held for trading purposes and are carried at market value. Financial futures contracts are transactions in which one party agrees to deliver a financial instrument to a counterparty at a specified price on a specified date. Risk arises from the possibility of unfavorable changes in the market price of the underlying financial instrument.

As of December 31, 2002, WFBS had entered into various agreements with Wells Fargo Bank (WFB) and an unaffiliated entity, whereby WFBS 1) guarantees performance under certain interest rate swap transactions upon default of WFB's or the unaffiliated entity's respective counterparty, 2) must provide the tender option liquidity as remarketing agent for certain bonds, or 3) provides a put option to WFB on certain bonds in the event the issuer defaults on its maturity payment. These agreements have maturity dates ranging from 2004 to 2029, are typically not collateralized, and do not contain recourse provisions. At December 31, 2002, the maximum potential amount of future payments WFBS could be required to make under these guarantees is approximately \$62,000,000. With respect to one such agreement, there is available collateral of \$1,700,000 at December 31, 2002.